

Request For Proposals For Private Development

Gillespie Field Development Council
August 19, 2008
Agenda Item #5

Background

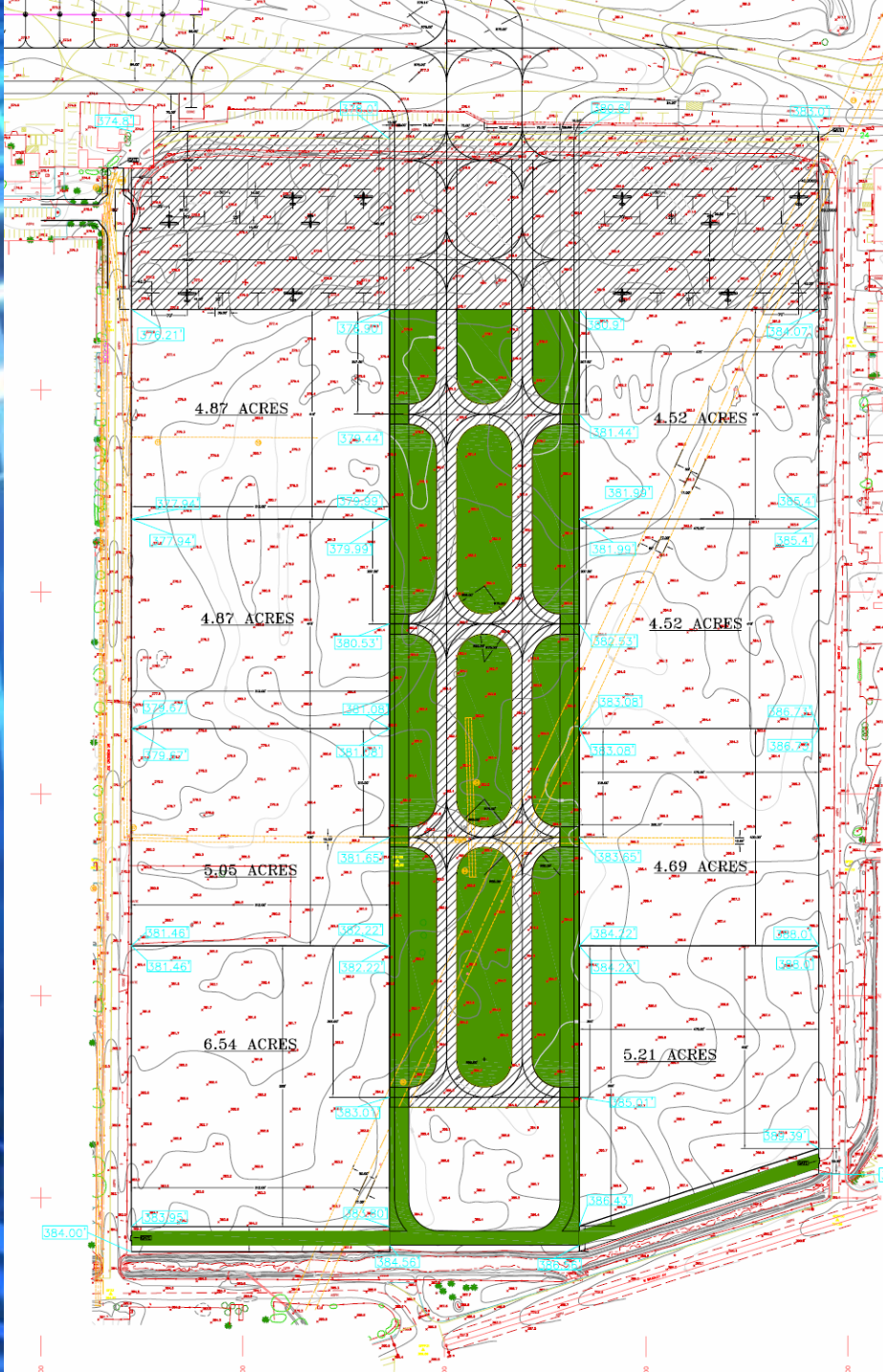
- Over 130 Interested Parties
- RFP Must Wait for EIR/EA
- Also Wait for Partial Engineering Design
- Better Information = Better Submittals

Why An RFP?

- Not Required by Law or County Policy
- Assures Level Playing Field
- Fairest and Best Way to Select Private Developers for Cajon Air Center

What Will Be In RFP?

- Timeline
- Pre-Proposal Conference
- Site Description
- Requirements for Submittal
- Minimum financial terms
- Evaluation Criteria
- Proposed Aviation Lease
- Development/Performance Standards
- Checklist of Required Items
- Layout, PER and 50% design



Proposed Layout

What's In Submittal Package?

- Letter of Interest/Business Plan
- Preliminary Design Plan
- Proposal Fee
- Proposer's Questionnaire/Team Profiles
- Proposed Economic Terms - Rent & Capital Improvements
- Acceptance of Lease

To Be Determined . .

- Revised Development Standards
- Minimum Base Rent
- Development/Traffic Impact Fees
- Phasing
- Multiple/Specific Parcel
- Selection Panel

To Be Determined . .

(continued)

- **Criteria for Selection**
 - Fits Needs Identified in Master Plan
 - Design Plan
 - Team Experience
 - Financial Strength
 - Balance
 - Track Record at Airports
 - Financial terms

Draft RFP to GFDC

- Presented To GFDC With EIR/EA
- Draft Online in Advance of Meeting
- Draft Will Clearly State Subject to Changes
- Suggestions From GFDC/Public

Publication of RFP

- Soon After EIR/EA Certification by BOS
- All Components on Website
- Pre-Proposal Conference
- 4 Months to Prepare and Submit

Selection

- All Proposals Evaluated Based on Published Criteria
- Short List - Depends on Number of Submittals/Parcels
- Selection Panel

After Selection . . .

- Leases Presented to GFDC/BOS
- Developers Prepare Full Plans
- Developers Get Permits and Other Entitlements
- Lease Commencement
- Full Rent When Infrastructure Complete

Conclusion

- RFP Ensures All Interested Parties Have Same Opportunity
- Work on RFP Continuing while EIR/EA is Completed and Infrastructure Design Proceeds
- Strong RFP Best Way to Ensure Successful Development

